

Missouri Timber Price Trends tracks market prices for Stumpage and Delivered Logs. Reports on the Stumpage Market are received from Missouri Department of Conservation Resource Foresters and private consulting foresters. Stumpage refers to timber sold on the stump and does not reflect delivered mill prices. Reports on the Log Market give delivered log prices and are compiled from reports submitted by sawmills and other wood processing plants. These reports should serve as a **general** guide to track stumpage and delivered log prices. Landowners should not use this report to replace a timber inventory and marketing assistance as methods of conducting a sale. Missouri Department of Conservation Resource Foresters will be able to provide information on current, local market conditions. Details of all private sales and delivered prices are kept confidential.

Tree Scale Conversion Factors

Sawlogs - Veneer Logs		Int'l = Doyle x 1.52
		Int'l = Scribner x 1.18
Pulpwood	Pine	5,200 lbs/cord
	Hardwood (hard)	5,600 lbs/cord
	Hardwood (soft)	4,200 lbs/cord

STATEWIDE TIMBER STUMPAGE PRICE TRENDS IN MISSOURI(April - June, 1994)

	High \$/MBF	Low \$/MBF	Weighted Average	Previous Quarter	Last Year	Number of Reports	Total Volume (Board Feet)
Veneer							
-Black Walnut	\$921.05	\$921.05	\$788.63	*****	*****	3	18723
-White oak (group)	\$328.95	\$328.95	\$328.95	*****	*****	1	11400
Sawlogs							
-Ash	\$286.00	\$95.00	\$181.41	\$125.80	*****	3	9468
-Black Walnut	\$559.21	\$150.00	\$418.42	\$510.20	*****	6	26618
-Cottonwood	\$26.32	\$26.32	\$26.32	\$39.47	*****	1	1976
-Elm	\$26.32	\$26.32	\$26.32	*****	*****	1	456
-Hackberry	\$190.00	\$190.00	\$190.00	*****	*****	1	5476
-Hard Maple	\$40.00	\$40.00	\$40.00	*****	*****	1	3714
-Soft Maple	\$40.00	\$40.00	\$40.00	*****	*****	1	3708
-Oak (mixed species)	\$330.00	\$106.18	\$120.09	\$142.91	*****	3	474377
-Red oak (group)	\$700.00	\$95.00	\$177.33	\$121.02	*****	6	470021
-White oak (group)	\$199.00	\$91.00	\$162.78	\$133.08	*****	6	126563
-Mixed Hardwoods	\$185.00	\$175.20	\$132.79	\$105.56	*****	6	223720
-Southern Yellow Pine	\$162.69	\$162.69	\$127.40	\$132.86	*****	3	84380

MBF = Thousand Board Feet. Board Foot Volumes are based on International 1/4" Rule (Tree Scale).

TIMBER STUMPAGE PRICE TRENDS IN MISSOURI'S OZARK REGION(April - June, 1994)

	High \$/MBF	Low \$/MBF	Weighted Average	Previous Quarter	Last Year	Number of Reports	Total Volume (Board Feet)
Sawlogs							
-Black Walnut	\$150.00	\$150.00	\$150.00	\$356.34		1	2450
-Oak (mixed species)	\$130.00	\$130.00	\$130.00	\$144.71		1	137429
-Red oak (group)	\$176.92	\$171.00	\$171.50	\$113.89		2	372600
-White oak (group)	\$166.75	\$100.00	\$159.10	\$122.61		3	63140
-Mixed Hardwoods	\$175.20	\$70.00	\$120.01	\$111.46		5	179720
-Southern Yellow Pine	\$162.69	\$70.00	\$127.40	\$132.86		3	84380

MBF = Thousand Board Feet. Board Foot Volumes are based on International 1/4" Rule (Tree Scale).

TIMBER STUMPAGE PRICE TRENDS IN MISSOURI'S PRAIRIE REGION(April - June, 1994)

	High \$/MBF	Low \$/MBF	Weighted Average	Previous Quarter	Last Year	Number of Reports	Total Volume (Board Feet)
Veneer							
-Black Walnut	\$921.05	\$723.68	\$788.63			3	18723
-White oak (group)	\$328.95	\$328.95	\$328.95		*****.**	1	11400
Sawlogs							
-Ash	\$98.68	\$98.68	\$98.68	\$125.80		1	5168
-Black Walnut	\$559.21	\$263.16	\$445.63	\$667.23	*****.**	5	24168
-Cottonwood	\$26.32	\$26.32	\$26.32	\$39.47		1	1976
-Elm	\$26.32	\$26.32	\$26.32			1	456
-White oak (group)	\$131.58	\$131.58	\$131.58	\$101.79	*****.**	1	6870

MBF = Thousand Board Feet. Board Foot Volumes are based on International 1/4" Rule (Tree Scale).

TIMBER STUMPAGE PRICE TRENDS IN MISSOURI'S RIVERBORDER REGION(April - June, 1994)

	High \$/MBF	Low \$/MBF	Weighted Average	Previous Quarter	Last Year	Number of Reports	Total Volume (Board Feet)
Sawlogs							
-Ash	\$286.00	\$95.00	\$280.85		*****	2	4300
-Hackberry	\$190.00	\$190.00	\$190.00			1	5476
-Hard Maple	\$40.00	\$40.00	\$40.00			1	3714
-Soft Maple	\$40.00	\$40.00	\$40.00			1	3708
-Oak (mixed species)	\$330.00	\$106.18	\$116.05	\$87.38		2	336948
-Red oak (group)	\$700.00	\$95.00	\$199.65	\$233.55	*****	4	97421
-White oak (group)	\$199.00	\$91.00	\$170.68	\$233.55	*****	2	56553
-Mixed Hardwoods	\$185.00	\$185.00	\$185.00	\$32.89		1	44000

MBF = Thousand Board Feet. Board Foot Volumes are based on International 1/4" Rule (Tree Scale).

Welcome to the **Missouri Log Market Report**. This report is intended to provide information on delivered log prices and market conditions for loggers and mill operators. Landowners can benefit by tracking market conditions for the various wood products harvested from a tree.

The Log Market Report is published as a cooperative effort of the Forestry Division of the Missouri Department of Conservation, University of Missouri-Extension and the Missouri Forest Products Association.

The report details prices for **Grade Logs** by species and grade; and prices for **Below Grade Logs** by species and intended end use, such as blocking, pallet lumber or ties. All prices are based on the average mean within the grade standard or product line. Absolute maximums or minimums are not reported. All prices are based on a thousand board feet unit using the International 1/4" Log Scale. Log grades used in this report are based on the following **minimum** criteria:

	Grade 1	Grade 2	Grade 3
Minimum Diameter	13-15"	11"	8"
Minimum Log Length	10'	8'	8'

We hope you find the information useful and will be working to expand the number of participating mills; reported species and products (veneer, etc); and the range of coverage for the report. All information provided by the participating mills is confidential.

If you have any questions, comments, or would like to participate in the reporting program, please call Shelby Jones at (314) 751-4115, Extension 109.

Grade Logs - Average Statewide Delivered Prices

(April - June, 1994)

Dollars Per Thousand Board Feet, International 1/4" Scale

Veneer

Species	High	Low	Average
- Black Walnut	\$2300.24	\$1080.68	\$1761.89
- White oak (group)	\$623.01	\$608.73	\$610.51
* 2 Mill(s) reporting			

Sawlogs

Species	Grade 1	Grade 2	Grade 3
- Ash	\$262.13	\$169.86	\$81.44
- Black Walnut	\$425.49	\$222.06	\$81.92
- Cherry	\$470.59	\$322.70	\$141.73
- Cottonwood	\$129.02	\$120.00	\$100.58
- Hackberry	\$120.00	\$120.00	\$110.58
- Red oak (group)	\$354.09	\$261.77	\$148.87
- Soft Maple	\$230.37	\$176.86	\$96.01
- Southern Yellow Pine	\$175.00	\$146.25	\$185.00
- Sycamore	\$172.35	\$162.19	\$148.02
- White oak (group)	\$342.39	\$236.86	\$141.34
* 14 Mill(s) reporting			

Grade Logs - Average Delivered Prices for the Prairie Region

(April - June, 1994)

Dollars Per Thousand Board Feet, International 1/4" Scale

Sawlogs

Species	Grade 1	Grade 2	Grade 3
- Ash	\$257.36	\$153.38	\$72.02
- Black Walnut	\$735.29	\$368.10	\$123.46
- Cherry	\$441.18	\$245.40	\$102.88
- Cottonwood	\$147.06		\$61.73
- Red oak (group)	\$514.71	\$306.75	\$123.46
- Soft Maple	\$275.74	\$168.71	\$72.02
- Sycamore	\$147.06	\$116.56	\$74.07
- White oak (group)	\$330.88	\$214.72	\$123.46
* 2 Mill(s) reporting			

Grade Logs - Average Delivered Prices for the Ozark Region

(April - June, 1994)

Dollars Per Thousand Board Feet, International 1/4" Scale

Veneer

Species	High	Low	Average
- White oak (group)	\$623.01	\$608.73	\$610.51
* 1 Mill(s)reporting			

Sawlogs

Species	Grade 1	Grade 2	Grade 3
- Cherry			\$82.30
- Hackberry			\$82.30
- Red oak (group)	\$337.60	\$210.00	\$166.46
- White oak (group)	\$418.32	\$211.35	\$165.27
* 7 Mill(s)reporting			

Grade Logs - Average Delivered Prices for the Riverborder Region

(April - June, 1994)

Dollars Per Thousand Board Feet, International 1/4" Scale

Veneer

Species	High	Low	Average
- Black Walnut	\$2300.24	\$1080.68	\$1761.89
* 1 Mill(s) reporting			

Sawlogs

Species	Grade 1	Grade 2	Grade 3
- Ash	\$266.91	\$186.35	\$90.87
- Black Walnut	\$270.59	\$260.06	\$61.15
- Cherry	\$500.00	\$400.00	\$240.00
- Cottonwood	\$120.00	\$120.00	\$120.00
- Hackberry	\$120.00	\$120.00	\$120.00
- Red oak (group)	\$334.56	\$245.81	\$128.01
- Soft Maple	\$185.00	\$185.00	\$120.00
- Sycamore	\$185.00	\$185.00	\$185.00
- White oak (group)	\$269.34	\$207.79	\$107.43
* 3 Mill(s) reporting			

Below Grade Logs - Average Statewide Delivered Prices

(April - June, 1994)

Dollars Per Thousand Board Feet, International 1/4" Scale

Species	Blocking	Pallet	Tie
- Ash	\$132.50	\$97.44	\$109.34
- Black Walnut	\$132.50	\$112.89	\$120.00
- Cottonwood	\$112.94	\$97.44	\$120.00
- Elm	\$132.50	\$109.80	\$145.00
- Hackberry	\$132.50	\$122.89	\$120.00
- Hard Maple	\$132.50	\$109.34	\$109.34
- Hickory	\$153.00	\$133.63	\$155.34
- Pecan	\$132.50	\$109.34	\$120.00
- Red oak (group)	\$152.14	\$136.96	\$166.24
- Soft Maple	\$133.75	\$114.84	\$120.00
- Southern Yellow Pine	\$160.00	\$150.83	\$160.00
- Sycamore	\$188.00	\$136.27	\$154.67
- White oak (group)	\$152.14	\$135.33	\$155.34
* 4 Mill(s) reporting			

Introduction

Quarterly Market Conditions

Nineteen mills, with a combined annual production of 55.4 million board feet, participated in the April - June survey of log and lumber market conditions. In addition, foresters reported stumpage prices resulting from 54 timber sales containing 2.1 million board feet located throughout the state. No U.S. Forest Service stumpage sales are included in this quarter's report.

Stumpage Markets

As is normally the situation, the number of reported stumpage sales of timber declined this quarter as timber marking took a "back seat" to more seasonal duties for many foresters. The number of sales of veneer quality timber was very low, although some of the reported stumpage prices indicate a few veneer trees must have been included in some sales. Many landowners are advised to hold veneer quality sales until the Fall and Winter months also.

You will notice that there are no prices listed for one year ago in any of the tables. This is due to the fact that Missouri Timber Price Trends was not published for the second quarter of 1993. Comparisons with last year's prices will again be available next quarter. In the meantime, this is the way we are interpreting the information available.

In general, stumpage prices stabilized as log inventories at mills reach normal seasonal levels. High quality logs of most species continue to bring premium prices. We see new "highs" reported for many species each quarter, usually with the notation that the sale contained unusually good trees. This is consistent with a lumber market paying higher prices for upper grades of lumber. It appears that red oak sawlogs has overtaken white oak in the marketplace. Individual sale figures indicate red oak logs brought \$10-\$15 more per MBF than white oak of similar quality. However, there were no sales of **red oak veneer** logs reported, so we believe white oak still has the edge in the veneer market. Sales of "mixed oak" species were dominated by post oak and most reports were received from the Ozark region. This results in a significant drop in the figure reported for the average price of mixed oak this quarter. In reality, stumpage prices for mixed oak sales is comparable to the previous quarter and tending to increase.

The mixed hardwood category probably indicates more about average prices for soft hardwood, such as cottonwood, sycamore, soft maple, and elm than the information for individual species. Much of the volume reported in the mixed hardwood category contains a mixture of soft hardwood species. In general, stumpage prices for these species have increased \$20-\$30 per MBF following the major flooding in '93. No large salvage sales of flood-killed timber have been reported, although I have heard of salvage operations of trees/sawlogs that accumulated in specific areas along major rivers.

Not enough volume or number of sales was reported for hard maple to accurately indicate the market. However, several reports indicated hard maple was successfully included in mixed hardwood sales.

Southern yellow pine continues to attract interest in the Ozark region. Stumpage prices have taken a slight decline since last quarter of about \$5.00 per MBF, but this is not seen as a trend. In fact, any further reductions in sales of pine sawlogs from federal lands could stimulate significant price increases for pine from private lands.

The majority of reporting sawmills indicate log purchases will increase during the next quarter. Stumpage prices have remained high even though lumber markets have been soft for lower grades. We might see slightly lower stumpage prices next quarter even with slight increases in demand as mills attempt to correct for high priced stumpage they have purchased previously. Competition for red oak, especially in the Ozark Region, will probably keep stumpage prices at or slightly above their current level.

Delivered Log Markets

Upper grade log prices were higher for Ash, Cherry, Red Oak, White Oak, and Sycamore. Prices were down for Walnut, most of the soft hardwood species and pine. In the grade log category, the trend was generally higher prices for Grade # 3 logs. Ash and walnut were the only species, in fact, to show price declines. There was not sufficient reporting in the veneer category to establish a trend. Grade # 1 logs were about evenly split between the number of species that were higher and those that were lower. It

appears that mills are still willing to bid up the price of the highest quality logs of the species in greatest demand currently. Red oak and white oak lead that list, of course, with ash cherry and sycamore following closely. Prices for grade pine logs seem to have generally declined, possibly due to the concentration of mills on hardwood lumber production, especially red oak. Seasonal considerations may also be a factor with many mills reluctant to inventory pine logs during the warm summer months.

In the blocking, pallet, and tie log category, blocking log prices showed the strongest trend with all species showing increases. The same story holds true for pallet logs, however many of the reporting mills indicated an increasing inventory of pallet lumber. If that situation continues, we could see some lowering of pallet log prices early in the third quarter. Oak tie log prices were steady to slightly higher. Pine tie logs remained the same as last quarter.

Lumber Markets

Pallet lumber was mentioned most often as being in over supply at mills. Ties, especially 6X8's, were also mentioned frequently. Flooring grade oak lumber are much the same as last quarter with some over supply developing in certain areas. #1C Red Oak, #2C Red Oak and Soft Maple were mentioned by North Missouri mills as items with declining markets. Most of the same mills are predicting markets to improve in early Fall as the furniture industry replenishes currently lumber inventories.

Most comments were optimistic about business and markets for the next quarter. Only one mill anticipated a decline in business. Most mills are operating at 100% capacity and a few reported 9 hour operating days. There were no reports of second shifts being added.

In general, it has been a fairly stable market situation for wood manufacturers during this past quarter. Most are watching stumpage prices and lumber yields very closely. Efficiency seems to be on practically everyone's mind! Many conversations with sawmillers revolve around recovery of more short length lumber (down to 4') and diversification into dimension markets. The squeeze for profits seems to be making many mills more innovative in their marketing strategies. This is good for the future of the entire industry.

Editor's Note:

Remember that one of the most valuable sources for information on log and timber markets is the local Missouri Department of Conservation Resource Forester. Contact the nearest Forest District office for up to date, local advice. The Missouri Department of Conservation's Forestry Division, (314) 751-4115, Extension 308, will be happy to provide you with the name and address of the Resource Forester or District Forest Office nearest to you.